

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Vertex Inc

#### Ohio Manufacturing Extension Partnership

#### Vertex Cuts Costs Using Lean Techniques

##### **Client Profile:**

Vertex, Inc., founded in 1992, manufactures extruded rubber gaskets and related products. The company is located in Mogadore, Ohio and employs less than 100 people.

##### **Situation:**

Vertex completed a strategic plan with assistance from CAMP, a NIST MEP network affiliate. When the plan was in place, Vertex chose to tackle two key improvement goals identified during its planning sessions--quality and efficiency. The company requested CAMP's help familiarizing itself with the concepts and implementation strategies associated with successful initiatives in these areas.

##### **Solution:**

CAMP provided Vertex with a two-day overview of quality and lean manufacturing concepts to help facilitate the creation of the company's quality and lean program plans.

CAMP's planning session began with its Principles of Lean Manufacturing class, which applies a mixture of classroom techniques and hands-on simulations to teach personnel the basics of lean manufacturing. Participants learned how to utilize such concepts as identifying the "eight wastes" of manufacturing, standardized work practices, workplace organization, visual controls, set-up and batch size reduction, point-of-use storage, quality at the source, workforce practices, and pull systems. All these lean methodologies work to improve efficiency and productivity at the plant.

CAMP followed lean concepts training with a quality systems component overview. The presentation included the basic elements of a quality management system (QMS) and discussed how a company develops an effective QMS.

The two-day planning session closed with a facilitated discussion of how the two conceptual areas of quality and lean could be applied in Vertex's business practices.

##### **Results:**

Increased annual sales by \$660,000.

Saving \$60,000 in annual inventory costs.

Saving \$70,000 in annual labor costs.

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

**Testimonial:**

"CAMP was able to keep our management team and manufacturing personnel enthused and involved. This energy will help drive our quality and lean programs, saving Vertex approximately \$130,000 annually."

Ron Mayfield, General Manager